

## REVENUE / EBITDA

**\$68.0M**    **\$8.4M**

2022 REVENUE (Proj.)    2022 EBITDA (Proj.)

**\$58.5M**    **\$4.7M**

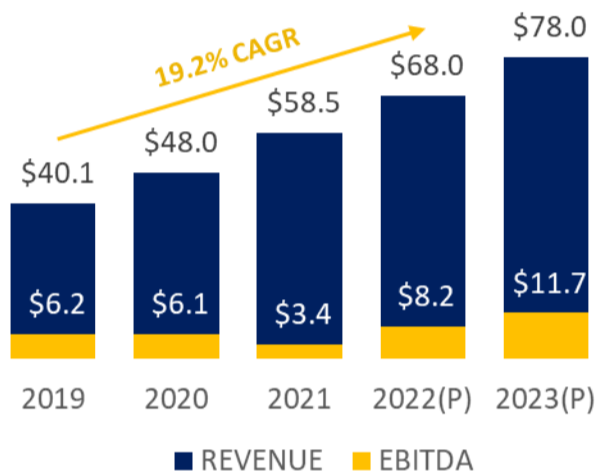
2021 REVENUE    2021 EBITDA

## BUSINESS HIGHLIGHTS

Headquartered in the Southeast, the Company is the leading privately-owned utility general contractor in its market. The Company is a major fiber optic contractor for blue chip clients with additional work in underground utility construction such as gas, electrical, power, and cable transmission lines. In operation for nearly 20 years, the Company has developed a broad set of capabilities and has completed work on more than 90,000 projects. The Company is experienced in underground utility construction, grading and excavating, electrical and low voltage construction, security infrastructure installation, with a growing presence in solar farm construction.

The Company works as Prime contractor on nearly a dozen MSA contracts with blue-chip clients. The Company is supported by 280 full-time W2 employees distributed amongst various departments and divisions designed to facilitate seamless operations and maximize asset utilization.

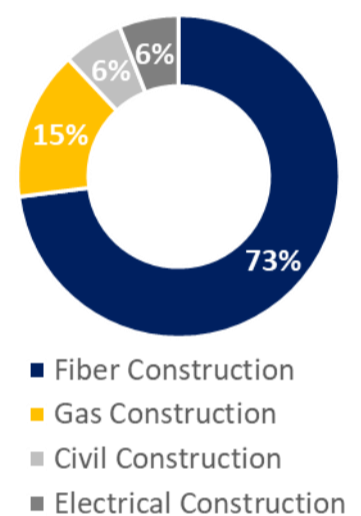
## FINANCIAL PERFORMANCE



## BLUE CHIP CLIENTS



## REVENUE MIX



## ACTIVE MSA CONTRACTS

2022	10
Repeat Business	95%+

## REVENUE SOURCE

Utility Construction	100%
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## FACILITIES

Office/Warehouse	10,000sf
Office/Shop	10,500sf
Office/Warehouse	6,680sf
Yard	217,800sf

## INVESTMENT APPEAL

- Strong Historical Sales Growth:** Sales have grown from \$40,133,000 in 2019 to \$58,519,000 in 2021, a 20.8% CAGR.
- Dominant Market Share:** While there are many competitors in its direct marketplace, the Company has a strong market share and position due to its breadth of assets and personnel. The Company is a go-to source for utility construction in the Raleigh-Durham metroplex and anticipates reaching equal dominance in comparable Carolina and Virginia metropolitan areas.
- Established Blue-Chip Clients:** The Company represents several major utility companies including Google, Charter/Spectrum, and Dominion Energy. The length of these relationships is extensive, ranging from 4 to 19 years.
- Multi-year Contracts:** The Company has contracts and master service agreements that extend over multiple years offering consistent recurring revenue streams that bolster the bottom line. These contracts range from 1 to 3 years, and many short-term engagements are set to auto-renew.
- Diversified Customer Industries:** The Company serves diversified client markets including fiber construction, gas construction, civil construction, and electrical construction.

## STAFF



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